

Internal OEM Price Guideline
for
Microsoft Applications
Final - November 1, 1995

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General OEM Pricing and Licensing Notes for all Applications

- Royalty amounts are expressed in US \$ Dollars
- Pricing is based on a one year volume agreement
- Pricing is "per-system" only.
Prices herein are for Microsoft application products shipped in combination with an OEM's defined PC systems on a per-system basis. A Per-system agreement is a license in which all units of a particular OEM model name and/or number are licensed and a royalty is due for the MS product whenever that particular model is shipped. If your OEM would like to license MS applications on a per-copy basis, then the price, terms and conditions are the same as those offered to software distributors.
- Applications (other than MS Works) licensed outside North America require OEM Director approval.
- Distribution rights are licensed on a regional basis. Other than Works for Windows, applications licenses are restricted to LOCAL distribution only. Licenses requiring international distribution require OEM Director approval from each of the affected regions.
- Applications products are licensed separately from Systems products.
Application products and systems products *cannot* be "linked" to one another in any way (e.g., requiring an OEM to license one type of product in order to get a different product; offering discounts on one type of product if a customer licenses another type of product).
- Applications may not be licensed to OEMs that are known to be unbundlers.
Applications licenses may not be offered to OEMs with a history of unbundling for a minimum of twelve months and require OEM director approval. Licenses may not be offered to OEMs that are under investigation for unbundling until the investigation is complete.
- VP OEM approval is required before quoting prices below this guideline or on unit commitments over 100K/yr.
- Royalties shown require that Applications distributed by OEM customers are pre-installed on the "Customer System" hard drive. Multimedia Titles include a small program which should be pre-installed on the Customer System hard disk permitting immediate use by the end user without setup.
- Royalties shown require the OEM to provide end user product support.
- Applications not listed on this price guideline are not currently available for licensing through the OEM channel.

Additional Notes for Consumer Applications

- Many consumer applications carry 3rd party royalties. Do not quote below PGL levels without approval from Consumer Division Marketing.
- An OEM strategy document for consumer applications can be found on
\\consumer1\oemmktg\guides\strat96.doc
- Royalties shown for Consumer Applications require the OEM to pre-install the products as well as to ship media for the products, which must be shipped in the same box as the end user PC system.
- Pricing for Consumer Applications assumes the OEM will: (i) place MS product box shots and/or screen shots in point of purchase materials, print advertising, packaging, and marketing collateral.
- Microsoft BOB must be licensed for distribution only in the US and Canada.
- The Microsoft CD Sampler may be licensed for no charge. OEMs that license a Value Pack must also license and ship the CD Sampler with Customer Systems that include a Value Pack. The Sampler includes

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Microsoft Internal OEM Price Guideline

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DO NOT COPY

8 games from the Entertainment Series which include: Dr. Black Jack, Rodent's Revenge, Jig Sawed, Life Genesis, Rattler Race, Chess, Ski Free, and Fury3 Trial Version.

Consumer Applications

Value Packs - Licensed with FULL Computer Systems

No product or language version substitutions permitted

			12 MONTH PER SYSTEM VOLUME COMMITMENTS			
U.S. English Value Pack			10K	25K	50K	100K
Includes:	Lang	Media	40.50	34.00	26.25	22.75
Works for Win 95 v4.x	US	Dual				
Encarta 1995 (US-CD)	US	CD				
Money for Win95 v4.x	US	Dual				
Bob v1.0a	US	Dual				
Personal Scenes	US	Disk				
CD Sampler 4.0 + WEP**** + Fury Trial	US	CD				
Incremental Cost for MPEG Encarta			2.25	1.75	1.50	1.25

Value Packs - Licensed with Multimedia Kits¹

No product or language version substitutions permitted

			10K	25K	50K	100K
U.S. MM Kit Value Pack			27.50	22.00	18.25	14.25
Includes:	Lang	Media				
Encarta 95	US	CD				
Bob v1.0a	US	CD				
Money for Win 95 v4.x	US	CD				
CD Sampler 4.0 + WEP****	US	CD				

NOTES / KEY

Media: (CD) = CDROM only, (Disk) = floppy only, (Dual) = Available on floppy and CD-ROM

**** Sampler CD includes 8 WEP games: Dr. Black Jack, Rodent's Revenge, Jig Sawed, Life Genesis, Rattler Race, Chess, Ski Free as well as Fury 3 Trial Version

Note 1: MM Kit is defined as a CD-ROM drive (at least double speed) and sound-card (at least 16 bit)

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Consumer Applications - English versions

Single Title Pricing - Licensed with FULL Computer Systems

Premium Consumer Titles			12 MONTH PER SYSTEM VOLUME COMMITMENTS			
Product	Lang	Media	10K	25K	50K	100K
3D-Movie Maker	US,Z	CD	-	-	-	-
AutoMap Road Atlas 4.0	US	Dual	-	-	-	-
AutoMap Streets 4.0	US	CD	-	-	-	-
Autoroute Express (Ireland, UK maps)	Z	Dual	-	-	-	-
Autoroute Express (map of Europe)	Z	Dual	9.60	9.30	8.80	7.60
Bookshelf 1995	US	CD	22.75	18.50	7.00	6.00
Cinemania 1996	US	CD	13.90	11.00	8.25	7.25
Encarta 1995	US	CD	22.75	18.50	14.00	12.00
Encarta 1995 MPEG Edition	US	CD	25.00	20.25	15.50	13.25
Encarta 1996	Z	CD	-	-	-	-
Encarta 1996	US	CD	22.75	18.50	14.00	12.00
Encarta 1996 MPEG Edition	US	CD	25.00	20.25	15.50	13.25
Encarta World Atlas 1996	US	CD	-	-	-	-
Explorapedia: World of Nature v1.x	Z	CD	10.80	10.30	9.80	8.50
Flight Simulator v6.1	US	Dual	-	-	-	-
Fury3	US	CD	-	-	-	-
Magic School Bus: Human Body v1.0	US	CD	-	-	-	-
Music Central 1996	US	CD	-	-	-	-
Oceans v1.0	Z	CD	-	-	-	-
Publisher for Win 95 v3.x	US	Dual	-	-	-	-
Publisher for Win 95 v3.x	Z	Dual	20.75	20.25	19.50	17.50
World of Flight v1.0	Z	CD	-	-	-	-

* Restricted - Contact Karl Empey for details prior to making every OEM offer.

Standard Consumer Titles			12 MONTH PER SYSTEM VOLUME COMMITMENTS			
Product	Lang	Media	10K	25K	50K	100K
Ancient Lands v1.x	Z	CD	5.30	5.20	4.90	4.20
Arcade v1.0	US	Disk	2.25	2.00	2.00	1.75
Art Gallery v1.0	Z	CD	7.50	7.60	7.00	6.00
Beethoven v1.0	US	CD	7.25	7.00	6.75	6.75
Best of WEP v1.0	US	Disk	3.25	3.25	3.00	2.80
Bob v1.0a	US	Dual	7.50	7.50	7.00	6.00
Creative Writer v1.x	Z	Dual	5.30	5.20	4.90	4.20
Dangerous Creatures v1.x	Z	CD	5.30	5.20	4.90	4.20
Golf v2.0	US	Disk	3.50	3.50	3.25	2.75
Julia Childs Cooking v1.0	US	CD	2.25	2.25	2.00	1.75
Magic School Bus: Solar System v1.0	US	CD	6.00	5.75	5.50	4.75
MM Golf v2.0	US	CD	7.00	6.75	6.50	5.50
Schubert v1.0a	US	CD	4.90	4.50	4.25	3.50
Space Simulator v1.0	US	Disk	7.00	6.75	6.50	5.50
Strauss v1.0	US	CD	7.25	7.00	6.75	5.75
Stravinsky v1.0	US	CD	7.25	7.00	6.75	5.75
Wine Guide v1.0a	Z	CD	2.25	2.25	2.00	1.75

NOTES / KEY

Media: (CD) = CD-ROM only, (Disk) = floppy only, (Dual) = Available on floppy and CD-ROM
 Language Key: US = US English, Z = International English

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Consumer Applications - English versions (continued)

Single Title Pricing - Licensed with FULL Computer Systems or Multimedia Kits¹

Product	Lang	Media	12 MONTH PER SYSTEM VOLUME COMMITMENTS			
			10K	25K	50K	100K
500 Nations v1.0	US	CD	1.75	1.75	1.50	1.25
CD Sampler v4.0 + WEP ^{***} + Fury Trial	US	CD	0.00	0.00	0.00	0.00
Complete Baseball Guide	US	CD	2.25	2.25	2.00	1.75
Complete Basketball Guide	US	CD	2.25	2.25	2.00	1.75
Creative Writer v1.x	US	Dual	2.25	2.25	2.00	1.75
Dangerous Creatures v1.0	US	CD	3.60	3.50	3.25	3.00
Dinosaurs v1.0	US	CD	3.50	3.50	3.25	3.00
Dogs v1.0	US	CD	3.50	3.50	3.25	3.00
Explorapedia: World of Nature v1.x	US	CD	4.50	4.50	4.25	3.50
Explorapedia: World of People v1.x	US	CD	4.50	4.50	4.25	3.50
Fine Artist v1.x	US	Dual	2.25	2.25	2.00	1.75
Fine Artist v1.x	Z	Dual	2.70	2.80	2.50	2.10
Ancient Lands v1.x	Z	CD	5.30	5.20	4.90	4.20
Fury3 Shareware (Trial version)	US	Disk	0.00	0.00	0.00	0.00
Money for Win 95 v4.x	US	Dual	4.50	4.50	4.25	3.50
Money for Win 95 v4.x	Z	Dual	4.80	4.70	4.50	3.90
Mozart v1.0a	US	CD	1.75	1.75	1.50	1.25
Musical Instruments v1.0	US	CD	1.75	1.75	1.50	1.25
Oceans v1.0	US	CD	2.75	2.75	2.50	2.25
Rabbit Ears: Leopard v1.0	US	CD	4.50	4.50	4.25	3.50
Scenes v2.0	US	Disk	1.50	1.50	1.50	1.25
Soundbits v1.0	US	Disk	1.00	1.00	1.00	0.75
WEP I, WEP II	US	Disk	1.50	1.50	1.50	1.25
WEP III, WEP IV	US	Disk	1.50	1.50	1.50	1.25
World of Flight v1.0	US	CD	1.75	1.75	1.50	1.25
Works for Win 95 v4.x	US	Dual	15.00	14.75	14.00	12.00
Works for Win 95 v4.x	Z	Dual	15.70	15.30	14.50	12.60

NOTES / KEY

Media: (CD) = CD-ROM only, (Disk) = floppy only, (Dual) = Available on floppy and CD-ROM

Language Key: US = US English, Z = International English

Note 1: MM Kit is defined as a CD-ROM drive (at least double speed), sound-card (at least 16 bit)

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Consumer Applications - Non-English versions

Single Title Pricing - Licensed with FULL Computer Systems

Premium Consumer Titles

12 MONTH PER SYSTEM VOLUME COMMITMENTS

Product	Lang	Media	10K	25K	50K	100K
Bookshelf	D	CD	*	*	*	*
World Atlas	FR,D	CD	*	*	*	*
Oceans	FR,D,I,E	CD	*	*	*	*
World of Flight	FR,D,I,E	CD	*	*	*	*
Autoroute Express, local maps	FR,D	Dual	*	*	*	*
Autoroute Express, map of Europe	FR,D,I,E	Dual	6.50	9.30	8.80	7.50
Explorapedia (any product)	D	CD	11.10	10.60	10.30	8.80
3D Movie Maker	FR,D,I,E	CD	*	*	*	*
Magic School Bus - Human Body	FR, S	CD	*	*	*	*
Fury3	FR,D,I,E (doc)	CD	*	*	*	*
Flight Sim 5.1	FR,D	Dual	*	*	*	*
Flight Sim 5.1	I,DU,POR (doc)	Dual	*	*	*	*
Publisher 95	FR,D,I,E,SW	CD	*	*	*	*

* Restricted - Contact Karl Empey for details prior to making every OEM offer.

Standard Consumer Titles

12 MONTH PER SYSTEM VOLUME COMMITMENTS

Product	Lang	Media	10K	25K	50K	100K
Ancient Lands v1.0	FR,D,I,E	CD	5.30	5.20	4.90	4.20
Dangerous Creatures v1.0	FR,D	CD	5.30	5.20	4.90	4.20
Beethoven v1.0	D	CD	8.70	8.50	8.00	6.90
Creative Writer v1.x	FR,D	Dual	5.30	5.20	4.90	4.20
Creative Writer v1.x	I,E,DU,POR	Disk	5.30	5.20	4.90	4.20
How the Leopard got its spots	Z, D	CD	5.30	5.20	4.80	4.20
Magic School Bus - Solar System	Z, FR, E	CD	7.10	6.90	6.50	5.70
Space Simulator v1.x	FR,D,I,E,DU (doc)	Disk	7.10	6.90	6.50	5.70
Best of WEP v1.0	FR,D (doc)	Disk	3.50	3.40	3.30	2.80
Golf v2.0	FR,D,I,E (doc)	Disk	5.30	5.20	4.90	4.20
MM Golf 2.0	FR,D,I,E (doc)	Disk	7.10	6.90	6.50	5.70
Works 95	FR,D,I,E,DU,POR, SW,DA,N,CZ, POL,HUN	Dual	15.70	15.30	14.50	12.60

NOTES / KEY

Language Key:

A = Arabic, CE = Cyrillic Enabled, CH = Chinese, CZ = Czech, D = German, DA = Danish, DU = Dutch, E = Spanish, EE = Eastern and Central European, FI = Finnish, FR = French, HAN = Hangeul, HB = Hebrew, HUN = Hungarian, I = Italian, K = Kanji, N = Norwegian, POL = Polish, POR = Portuguese, PRC = PRC Simplified Chinese, RU = Russian, SW = Swedish, TH = Thai, TR = Turkish

(doc) = documentation localization only for all stated languages

Media Key:

(CD) = Available on CD-ROM only, (Disk) = available on floppy only, Dual = Disk or CD

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Consumer Applications - Non-English versions (continued)

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Product	Language	Media	12 MONTH PER SYSTEM VOLUME COMMITMENTS			
			10K	25K	50K	100K
Dinosaurs v1.0	FR,D	CD	2.70	2.60	2.50	2.10
Musical Instruments v1.0	FR	CD	2.70	2.60	2.50	2.10
Fine Artist v1.x	FR,D	Dual	2.70	2.60	2.50	2.10
Fine Artist v1.x	I,E,DU,POR	Disk	2.70	2.60	2.50	2.10
WEP II, WEP III, WEP IV	FR,D (doc)	Disk	1.50	1.50	1.50	1.25
Money v4.0	FR,D	Disk	4.80	4.70	4.50	3.80
Scenes v2.0 (any volume)	FR,D	Disk	1.80	1.80	1.70	1.50
Home CD Sampler +WEP +Fury 3 trial	FR,D,I,E	CD	0.00	0.00	0.00	0.00

NOTES / KEY

Note 1:

MM Kit is defined as a CD-ROM drive (at least double speed) and sound-card (at least 16 bit)

Language Key:

A = Arabic, CE = Cyrillic Enabled, CH = Chinese, CZ = Czech, D = German, DA = Danish, DU = Dutch, E = Spanish, EE = Eastern and Central European, FI = Finnish, F = French, HAN = Hangeul, HB = Hebrew, HUN = Hungarian, I = Italian, K = Kanji, N = Norwegian, POL = Polish, POR = Portuguese, PRC = PRC Simplified Chinese, RU = Russian, SW = Swedish, TH = Thai, TR = Turkish

(doc) = documentation localization only for all stated languages

Media Key:

(CD) = Available on CD-ROM only, (Disk) = available on floppy only, (Dual) = Disk or CD

--- Sampler CD

includes 8 WEP games: Dr. Black Jack, Rodent's Revenge, Jig Sawed, Life Genesis, Rattler Race, Chess, Ski Free as well as Fury 3 Trial Version

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Desktop Applications (North America only)

- Desktop applications are licensed for OEM distribution on a regional basis. Licenses for localized versions or for distribution outside the US/Canada region must be approved by the local MS subsidiary(ies) where applications will be distributed.
- Licenses for Office and Office Pro require OEM VP approval.
- Licenses for both Word and Excel to the same OEM require OEM Director approval.

Product	12 MONTH PER SYSTEM VOLUME COMMITMENTS			
	10K	20K	50K	100K
Word for Windows	65.00	60.00	55.00	50.00
Word + Bookshelf	65.00	60.00	55.00	50.00
Excel	65.00	60.00	55.00	50.00
Access + Access Solutions Pack	65.00	60.00	55.00	50.00
Power Point	65.00	60.00	55.00	50.00
Schedule + 1.0	12.50	11.50	10.50	9.50

Localization uplifts: NON English 30%
 International English 10%

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